



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

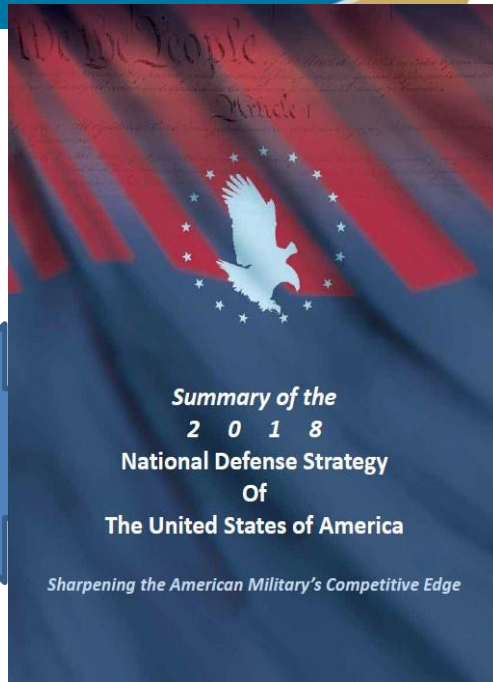
Doing Business with the Defense Logistics Agency (DLA)

MR. DWIGHT D. DENEAL
DIRECTOR
DLA OFFICE OF SMALL
BUSINESS PROGRAMS



Strategic Alignment

DLA Office of Small Business Programs



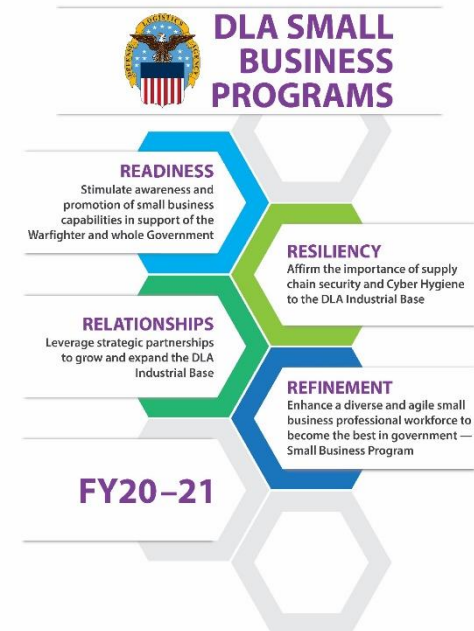
Three Lines of Effort

- Lethality
- Strengthen Alliances
- Greater Performance and Affordability



Five Lines of Effort

- Warfighter First
- Global Posture
- Strong Partnerships
- Whole of Government
- Always Accountable



Four Focus Areas

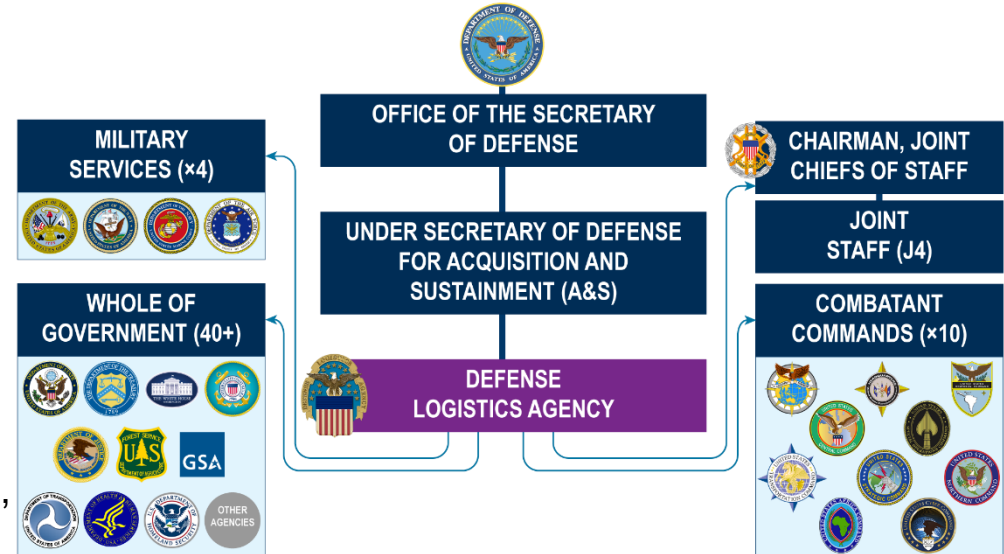
- Readiness
- Resiliency
- Relationships
- Refinement



DLA: End-to-End Global Supply Chain Management

DLA BY THE NUMBERS

- **\$39.0B** in Revenue
- **\$150B** Active Contracts Managed
- ~98% Military Services' Consumables
- Over **12K** Suppliers
- **10K** Awards per day
- Manage over **6M** line items
- **27K** Workforce, **2K** Forward Positioned
- Executive Agent for Bulk Fuel, Medical Materiel, Subsistence, Construction & Barrier Materiel



TROOP SUPPORT	LAND & MARITIME	AVIATION	ENERGY	DISTRIBUTION	DISPOSITION SERVICES
Global Supply Chains: Subsistence, Clothing & Textiles, Construction & Equipment, Medical, and Industrial Hardware	Repair parts for ground-based and maritime systems	Repair parts for aviation systems, nuclear systems, maps and Industrial Plant Equipment	Global fuel and comprehensive energy solutions	Global storage and distribution solutions	Global solutions for disposal of excess property
<ul style="list-style-type: none"> • \$17.7B Revenue • 51K+ Customers • 3 Locations 	<ul style="list-style-type: none"> • \$3.7B Revenue • 13K+ Customers • 2K weapon systems • 8 Locations 	<ul style="list-style-type: none"> • \$5.0B Revenue • 13K+ Customers • 2K weapon systems • 19 Locations 	<ul style="list-style-type: none"> • \$10.6B Revenue • 4K+ Customers • 602 Fuel Locations 	<ul style="list-style-type: none"> • \$962M in Revenue • 243K+ Customers • \$105B in Inventory • 43 Locations 	<ul style="list-style-type: none"> • \$338M Revenue • 31K+ Customers • Reutilization: \$2.5B • 89 Locations
BUY			DISTRIBUTE		DISPOSE



DLA SUPPLIER PROFILE

Vendor Base

Suppliers
~ 12,000 vendors

Export Control Data
~ 2,800 vendors w/access to CUI

Fragile Industrial Base
Clothing and Textiles,
Obsolete Aviation Parts

Sourcing Challenges
Aircraft Parts, Bearings,
Cotton, Fasteners, Clothing

Foreign Suppliers
~ 263 foreign
vendors w/performance in
50+ countries
~ 2% of vendors
~ 10% of obs (\$4B)

Small Business

75% of DLA suppliers
~ 9,000 vendors

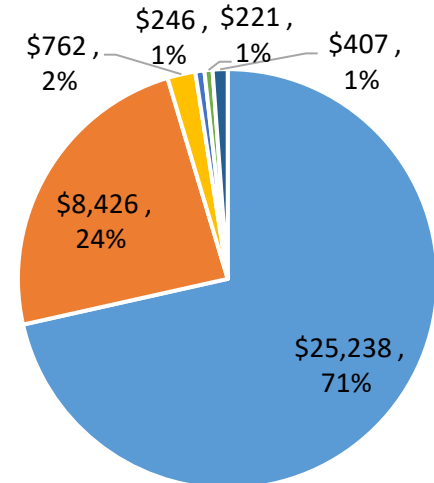
40% of DLA spend
\$15.7B
Small Business
38.5% of obs (\$15.1B)
Ability One
1.4% of obs (\$0.61B)

New Small Businesses
~1,500 vendors engaged
each year

Repeat Business
49% of new vendors
awarded in FY18 received
award in FY19

NAICS Breakout

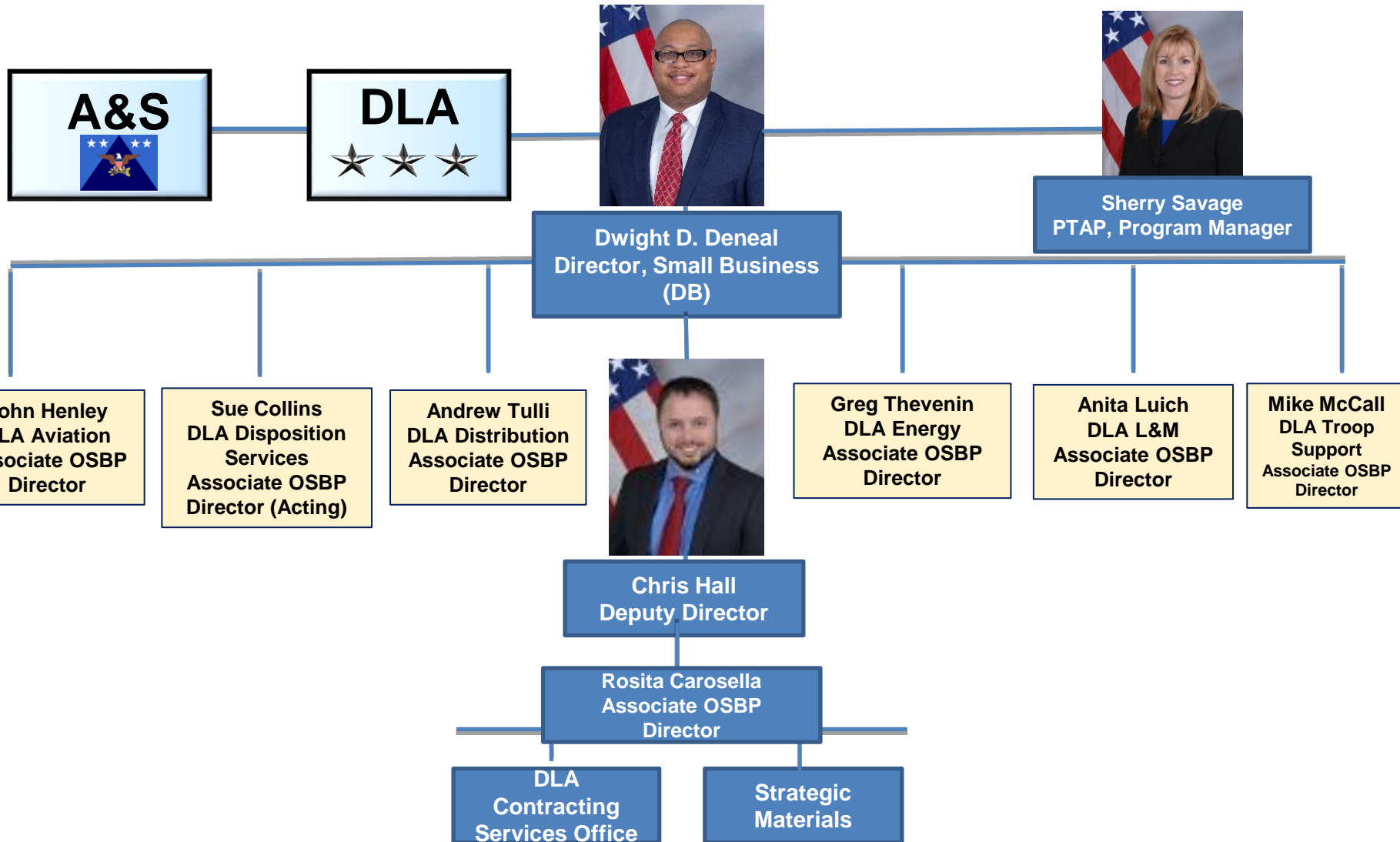
Millions of Dollars by NAICS Code



- Manufacturing
- Wholesale Trade
- Professional, Scientific, and Technical Services
- Arts, Entertainment, and Recreation
- Transportation and Warehousing
- Other



DLA SMALL BUSINESS FRAMEWORK





DLA AVIATION

Provides global airpower supply solutions

AVIATION: CLASS IX

- Turbine engine components
- Air frame structural parts
- Flight safety equipment
- Electrical components
- Aviation lighting
- Bearings
- Commodities
- Cables



ADDITIONAL DLA AVIATION SERVICES

- Maps
- Environmental products
- Packaged petroleum
- Industrial gases
- Industrial plant equipment





DLA CONTRACTING SERVICES OFFICE

SERVICES

Enterprise-wide support for:

- IT systems and programs
- IT products
- IT services
- Knowledge-based professional services
- Facilities related services



DOCUMENT SERVICES

- Automated document production
- Electronic content management
- Office device management

RESEARCH & DEVELOPMENT

- SBIR, STTR
- Broad Agency Announcements





DLA DISPOSITION SERVICES

Provides worldwide disposal management solutions

- Reutilization (military services and DoD special programs)
- Transfer (to federal agencies)
- Donation (to state and local agencies)
- Sales of excess DoD property
- Contingency operation support
- Demilitarization
- Hazardous waste disposal
- Law Enforcement Support Office





DLA DISTRIBUTION

Provides the full range of distribution services and information

- Receive, store, and issue goods globally
- In-transit visibility
- Dedicated delivery/pure pallets
- Packaging materials
- Facility support services
- Data processing, hosting, and related IT services

38 Distribution Locations in 20 States and Seven Countries





DLA ENERGY

Provides a comprehensive energy supply chain

PETROLEUM, OIL & LUBES: CLASS III

- Bulk petroleum



ENERGY SERVICES & COMMODITIES

- Utility services
- Installation energy
- Aerospace energy





DLA LAND AND MARITIME

Provides global land and maritime supply chains

LAND: CLASS IX

- Wheeled, tracked and heavy vehicle parts
- Vehicle maintenance kits
- Power transmission, engine and suspension components
- Tires
- Batteries
- Small arms parts



MARITIME: CLASS IX

- Valves
- Fluid handling
- Electrical/electronics
- Motors
- Packing/gaskets



DLA TROOP SUPPORT

Provides food, uniforms, protective equipment, construction items, medicines and medical supplies and repair parts to warfighters and customers around the world

SUBSISTENCE: CLASS I

- Food service
- Produce
- Operational rations



CLOTHING & TEXTILES: CLASS II

- Recruit clothing
- Organizational clothing and individual equipment



CONSTRUCTION & EQUIPMENT: CLASS IV & VII

- Facilities maintenance
- Equipment
- Wood products
- Safety and rescue equipment



MEDICAL: CLASS VIII

- Pharmaceutical
- Medical/surgical
- Equipment



INDUSTRIAL HARDWARE: CLASS IX

- Screws, washers, nuts, and bolts
- Clamps, brackets,
- Gaskets, & O-rings





SMALL BUSINESS ENGAGEMENT

“Surveying Small Business Industrial Base Readiness; to Enable Defense Supplier Diversity”

Small Business
Focused
Interaction &
Outreach



Data-Driven
Small Business
Market
Intelligence



Small Business
Procurement
Advocacy



Innovation in
Defense
Supply Chain &
Manufacturing



Small Business
Supply Chain
Resiliency





Small Business Strategic Positioning

- Contact Small Business Office (OSBP) at agency of interest.
 - For DLA, we have Small Business Professionals at each Major Subordinate Command (MSC).
- If a Request for Information (RFI) or Sources Sought is issued by the agency make sure you respond!
- Have strategic business partners (other socio-economic firms).
- Identify existing contracts that agencies can use to access your products and services (e.g., Best-in-Class and strategic sourcing contracts).
- Look for subcontracting opportunities particularly within Agency contracts.
- Know how the solicitation will be issued
 - For DLA, we have our DLA Internet Bid Board System (DIBBS):
www.dibbs.bsm.dla.mil



Key Takeaways for Doing Business with DLA





DLA Key Resources for Small Businesses

Office of Small Business Programs (OSBP)

DLA OSBP Email: DLAHQSmallBusiness@dla.mil

DLA OSBP Phone Number: 571-767-0192

DLA OSBP Team: <https://www.dla.mil/SmallBusiness/Contact/>



Monthly Outreach Sessions: Our monthly virtual outreach efforts are focused on improving points of entry, recruiting viable participants in our supply chains or service centers and diversifying our vendor base to meet our goals for the small business program.

The program is designed to attract and enable small businesses to address manufacturing and industrial base challenges, with focus on increasing the number of unique small businesses participating in DLA acquisitions.

For additional information, please visit:

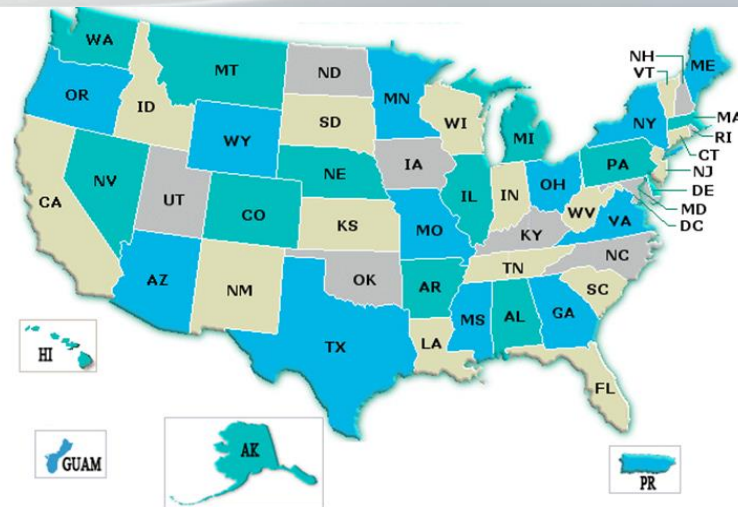
<https://www.dla.mil/SmallBusiness/>





Procurement Technical Assistance Program

- ❖ The PTAP is operated and managed by the DLA Office of Small Business Programs and under the program, on behalf of DoD, DLA OSBP issues cooperative agreements to establish Procurement Technical Assistance Centers (PTAC)- a nationwide network of community-based centers.
- ❖ The PTACs helps generate new procurement suppliers for the DoD and federal agencies, resulting in a stronger industrial base, greater competition, and higher-quality goods at lower cost for the taxpayer.



How PTACs Support:

- Training related to contracts and procurement opportunities with DoD, other federal agencies, state and local govts
- Identify prime & subcontracting opportunities
- Understanding procurement procedures, requirements, rules, statutes, clauses and regulations
- Assisting with various procurement registrations processes SAM, DSBS, DIBBS, NSN.
- Assisting with potential suppliers preparing and submitting bids & proposals
- Facilitating government stakeholder introductions

To Locate Your Local PTAC Visit:

<https://www.dla.mil/SmallBusiness/PTAP/PTAC/>